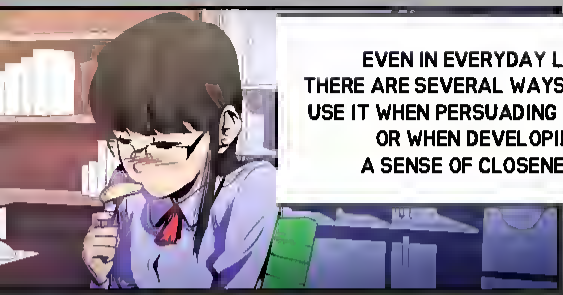
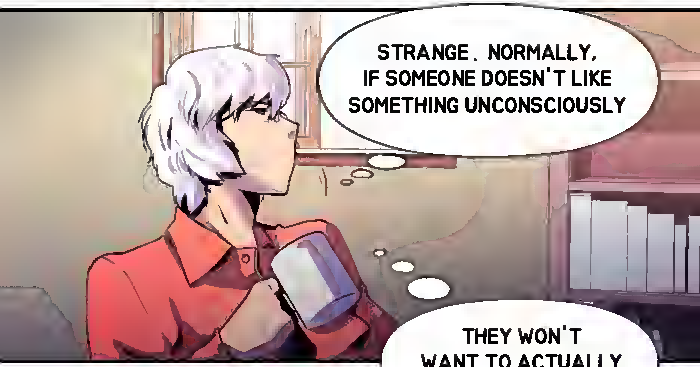

EVEN IN EVERYDAY LIFE
THERE ARE SEVERAL WAYS YOU CAN
USE IT WHEN PERSUADING SOMEONE
OR WHEN DEVELOPING
A SENSE OF CLOSENESS

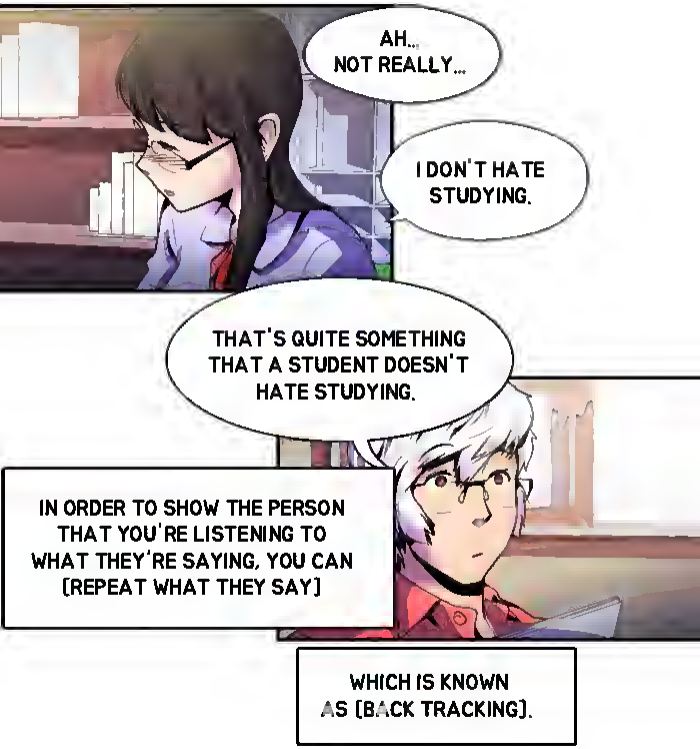
THE SIMPLEST METHOD IS
[EATING SOMETHING TOGETHER]

SINCE NO MATTER WHAT YOU SAY
THERE WON'T BE MANY PEOPLE
WHO'LL BE ABLE TO UNDERSTAND

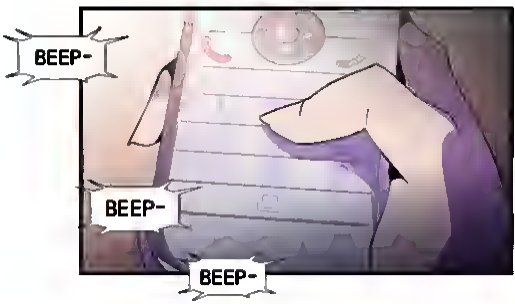
THIS TYPE OF BEHAVIOR TELLS THE PERSON UNCONSCIOUSLY THAT (WE'RE ON THE SAME SIDE)

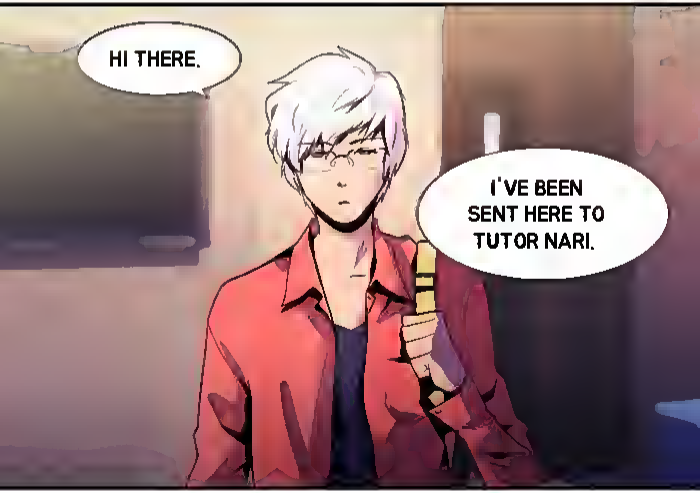
AND IT HELPS PEOPLE OPEN UP EVEN IN EVERYDAY LIFE. AND ALSO ASSISTS IN FORMING RAPPORT.




AH...
NOT REALLY...
I DON'T HATE STUDYING.
THAT'S QUITE SOMETHING THAT A STUDENT DOESN'T HATE STUDYING.
IN ORDER TO SHOW THE PERSON THAT YOU'RE LISTENING TO WHAT THEY'RE SAYING, YOU CAN [REPEAT WHAT THEY SAY]
WHICH IS KNOWN AS [BACK TRACKING].

.....


BEEP-
BEEP-
BEEP-


HI THERE.
I'VE BEEN SENT HERE TO TUTOR NARI.

Read the comics on LINE WEBTOON
to support the artists!
www.webtoons.com

MY MOM... TELL YOU?
WHY'S EVERYONE ASKING ME THIS!!
TALKING ABOUT IT WON'T DO ANYTHING...
I JUST...!!

THEN ARE YOU... A LANGUAGE TEACHER...?
YEAH, I AM.
BUT...NARI'S SUPPOSED TO GET MATH TUTORING..
I TEACH MATH IN OTHER LANGUAGES
CLEVER

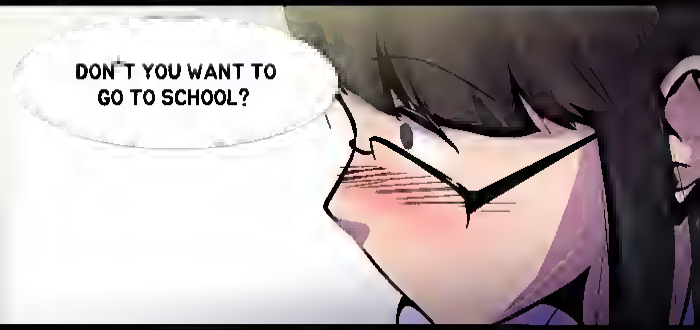
PROFESSOR FROST ISN'T HERE RIGHT NOW.
WHAT'S THE MATTER, PROFESSOR SONG?
PUSH
UDON

SEONGA

PROFESSOR BAEK
SHOULDN'T BE ALLOWED TO BE WITH PATIENTS

THE IMPORTANT THING IS TO DO WHAT NEEDS TO BE DONE
SO DON'T WORRY TOO MUCH ABOUT WHAT PEOPLE SAY

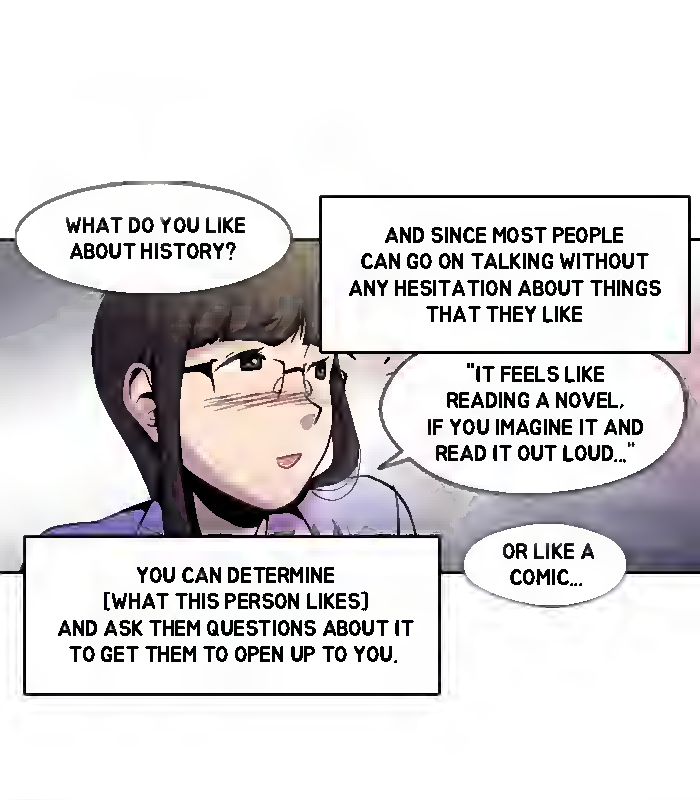
RAPPORT REFERS TO SOME KIND OF BOND. CLOSENESS OR MUTUAL TRUST
IT'S ALSO VERY IMPORTANT WHEN DETECTIVES QUESTION PEOPLE
OR WHEN REPORTERS GATHER INFORMATION
AND IT'S NOT EASY TO BUILD. BUT THERE ARE SOME TRICKS TO IT.
I USUALLY DON'T BOTHER WITH RAPPORT...
BUT MAYBE THIS TIME...


DON'T YOU WANT TO
GO TO SCHOOL?

AH...
HELLO-

I MEAN,
IF YOUR HEART DOESN'T
FEEL LIKE GOING
THERE MUST BE
A REASON,
RIGHT?
..WHAT?

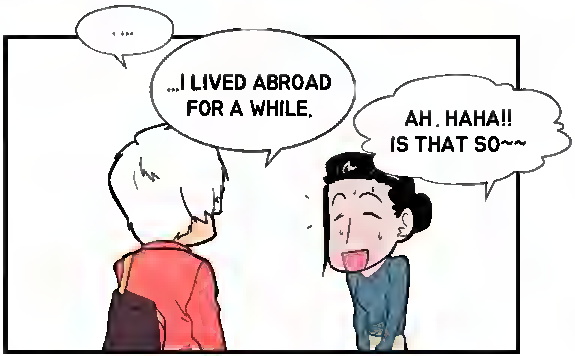
THERE'S ANOTHER USEFUL METHOD ASIDE FROM BACK TRACKING.
ACTUALLY, I DON'T REALLY LIKE MY HISTORY TEACHER...
I LIKE STUDYING IT WITH A FEW OF MY FRIENDS WHO ALSO LIKE HISTORY.
HM-
YOU COPY WHAT THE OTHER PERSON DOES WITHOUT MAKING IT TOO OBVIOUS.
THIS IS CALLED [MIRRORING]

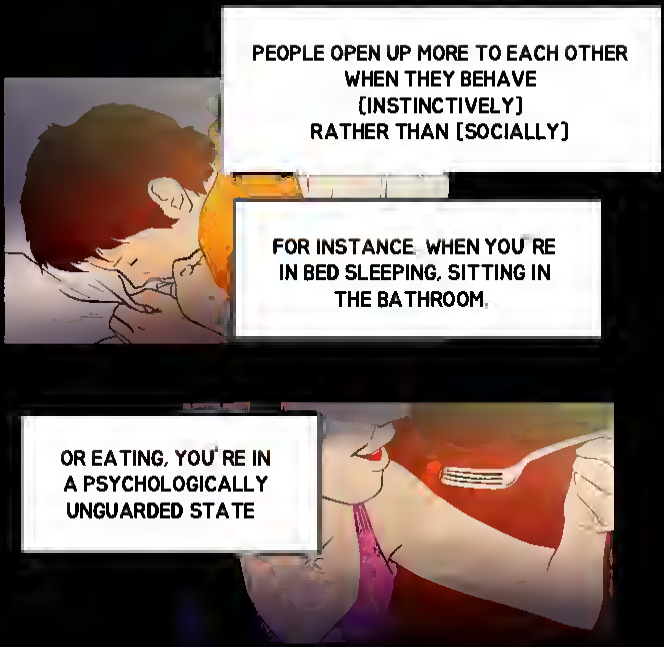

WHAT DO YOU LIKE ABOUT HISTORY?
AND SINCE MOST PEOPLE CAN GO ON TALKING WITHOUT ANY HESITATION ABOUT THINGS THAT THEY LIKE
"IT FEELS LIKE READING A NOVEL, IF YOU IMAGINE IT AND READ IT OUT LOUD..."
OR LIKE A COMIC...
YOU CAN DETERMINE [WHAT THIS PERSON LIKES] AND ASK THEM QUESTIONS ABOUT IT TO GET THEM TO OPEN UP TO YOU.

...WHAT?
FROST...

WHAT?
SISTER SEONGA ASKED ME LAST MINUTE TO DO IT
LIAR
WHAT'S WITH THE WHITE HAIR...?
LOOKING SUPER YOUNG FOR HIS AGE
AH~ I SEE. AND YOUR NAME..?

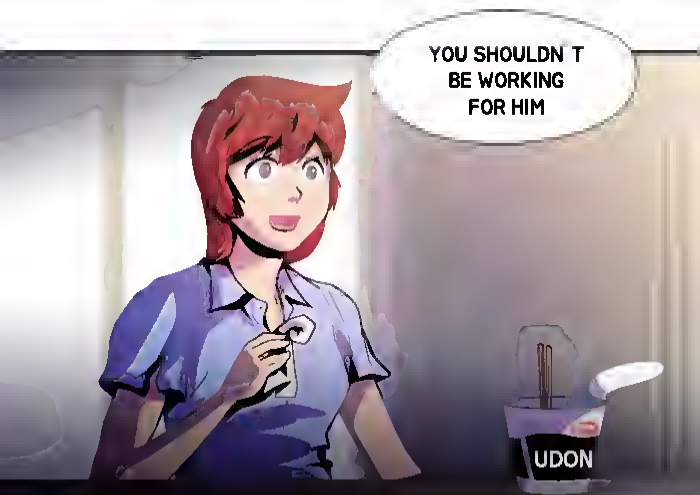
YOU CAN CALL ME FROST.
.....HUH?


....
...I LIVED ABROAD FOR A WHILE.
AH. HAHA!! IS THAT SO~~


PEOPLE OPEN UP MORE TO EACH OTHER WHEN THEY BEHAVE (INSTINCTIVELY) RATHER THAN [SOCIALLY]
FOR INSTANCE. WHEN YOU RE IN BED SLEEPING, SITTING IN THE BATHROOM.
OR EATING, YOU RE IN A PSYCHOLOGICALLY UNGUARDED STATE

.....
D-DID...

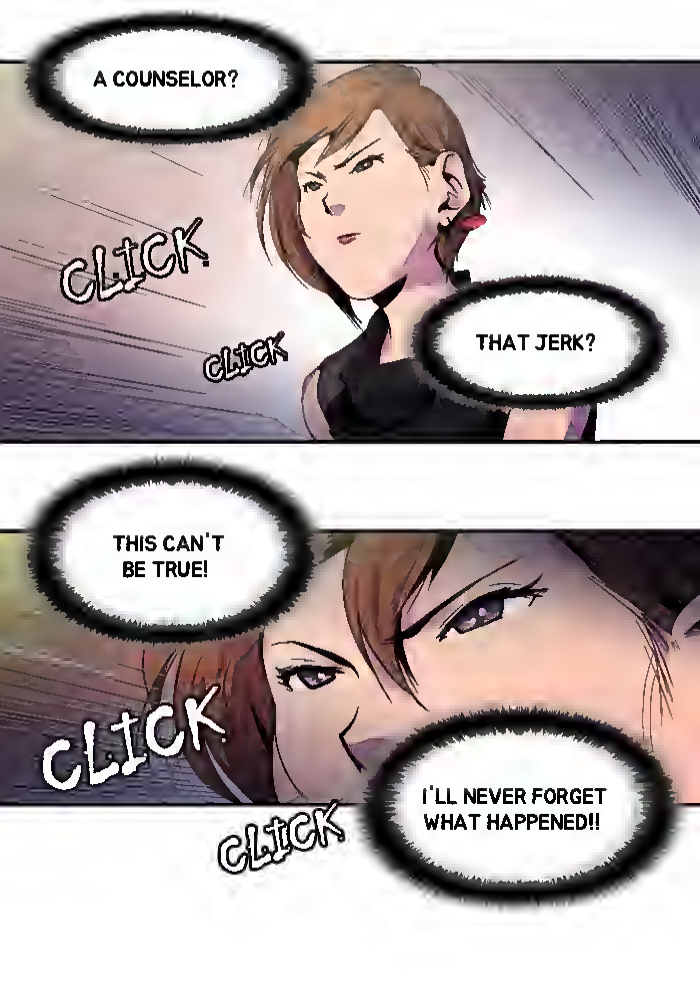
BUT THE PATIENT HERE HAS NO PROBLEM TALKING ABOUT THINGS LIKE [STUDYING], [TEACHERS] OR [FRIENDS]
SO I GUESS THE PROBLEM ISN'T THE PLACE [SCHOOL] ITSELF
LET'S TRY
GETTING RIGHT INTO IT
BUT THEN WHY


YOU SHOULDN T
BE WORKING
FOR HIM
UDON

SHE'S NOT TENSE, AND SHE'S MAKING EYE CONTACT
HI THERE.
JUST AS ASSISTANT YOON SAIO, IT OOESN'T SEEM TO BE SOCIAL ANXIETY OISOROER
IN THE EARLY STAGES OF COUNSELING, IT'S IMPORTANT TO ESTABLISH [RAPPORT] WITH THE PATIENT.
SO YOU MUST BE NARI.
YEAH
THIS IS ESPECIALLY CRUCIAL IN CASES WHERE THE PATIENT IS VERY SHY TO SPEAK.

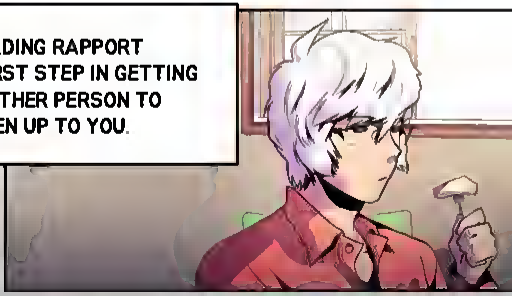
RAPPORT: A BOND, CLOSENESS, MUTUAL TRUST

PROFESSOR FROST'S A BIT LATE TODAY...
WH_T'S HE UP TO THIS TIME..?

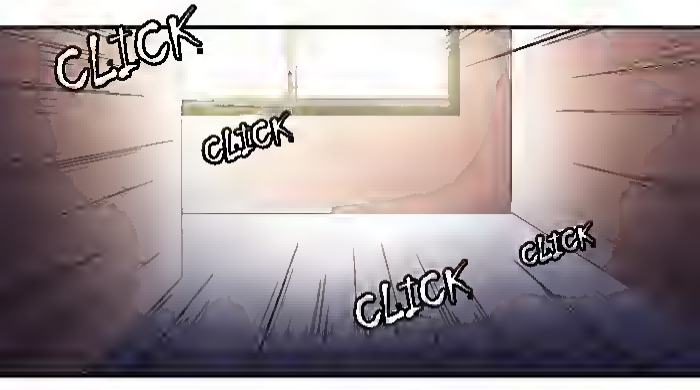

A COUNSELOR?
CLICK
CLICK
THAT JERK?
THIS CAN'T BE TRUE!
CLICK
CLICK
I'LL NEVER FORGET WHAT HAPPENED!!

THIS IS THE REASON WHY GROUPS OF FRIENDS IN SCHOOLS
(EAT LUNCH TOGETHER) OR
WHY PEOPLE ON BLIND DATES TEND TO START WITH (EATING).
ASIDE FROM THIS THERE ARE OTHER CONCRETE WAYS OF MAKING CONVERSATION
ARE YOU HAVING ANY PROBLEMS WITH YOUR STUDIES?

BUILDING RAPPORT
IS THE FIRST STEP IN GETTING
THE OTHER PERSON TO
OPEN UP TO YOU.



YONGGA


CLICK
CLICK
CLICK
CLICK

BY JONGBEOM LEE

BLACK WAVE(3)

PROFESSOR BAEK!
SLAM
WHAT'RE YOU DOING HERE...!?

.....
AGH. AH WOO IH HAA?

WHAT SUBJECTS DO YOU LIKE?
I LIKE LITERATURE AND HISTORY.
HM- I HATED LITERATURE IN SCHOOL.
WHEN USING BACK TRACKING, YOU CAN'T JUST REPEAT BACK WHATEVER THEY SAY LIKE A PARROT
YOU'VE GOT TO SLIGHTLY CHANGE WHAT THEY SAY AND RESPOND CORRECTLY IN ORDER TO MAKE THEM FEEL LIKE [I'M LISTENING TO WHAT YOU'RE SAYING]
"WHAT'S THE THEME OF THIS STORY?" I HATED THIS KINDA THING
I DON'T LIKE IT EITHER.

TO BE CONTINUED

JONGBEOM LEE

EXPERTS CONSULTED:
[HYEONGSEOK SONG]
(PHD IN PSYCHOLOGY, HEAD OF THE "HEART TO HEART" CLINIC)

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GRADUATE SCHOOL'S PSYCHOLOGY DEPARTMENT) ET AL.